

## Message Text

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PAGE 01 STATE 184615  
ORIGIN ARA-14

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DRAFTED BY ARA/PPC:JAMOORE:MBB  
APPROVED BY ARA:SSHELTON  
ARA/PPC:PJOHNSON

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FM SECSTATE WASHDC  
TO AMEMBASSY MEXICO PRIORITY

UNCLAS STATE 184615

FOR ARELLANO AND SHELTON FROM PPC-JOHNSON

E.O. 11652: N/A

TAGS: EGEN

SUBJECT: INVITATIONS TO MEXICAN OFFICIALS FOR CONFERENCE  
ON U.S.-MEXICAN TRADE

1. ARA IS CO-SPONSORING A CONFERENCE ON U.S.-MEXICAN  
TRADE AND INVESTMENT IN SAN ANTONIO, TEXAS ON SEPTEMBER  
21-22, FOLLOWING MEXFAIR '77, AT THE HEMISFAIR SITE.  
THE CONFERENCE WILL BRING TOGETHER KEY REPRESENTATIVES FROM  
BOTH GOVERNMENTS AND BUSINESS TO DEEPEN UNDERSTANDING  
OF THE OVERALL BUSINESS ENVIRONMENTS IN BOTH COUNTRIES.  
AN INTERNATIONAL AUDIENCE OF 300-500 BUSINESS PEOPLE IS  
EXPECTED.

2. AMBASSADOR LUCEY, AID ADMINISTRATOR VALDEZ, AND DEPU-  
TIES ARELLANO AND SHELTON ARE PLANNING TO PARTICIPATE.  
TEXAS GOVERNOR BRISCOE AND CONGRESSMAN KRUEGER ARE ON THE  
PROGRAM. SENATOR BENTSEN HAS BEEN ASKED TO PROVIDE THE  
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FIRST LUNCHEON SPEECH. THE REST OF THE AGENDA WILL  
INCLUDE HIGH-LEVEL USG AND MEXICAN OFFICIALS, LEADING  
ACADEMICS AND PROMINENT INTERNATIONAL BUSINESS PEOPLE.

3. WOULD YOU EXTEND PERSONAL INVITATIONS TO THE FOLLOWING  
MEXICAN OFFICIALS DURING YOUR SCHEDULED APPOINTMENTS.  
WE WOULD ALSO LIKE YOU TO STRESS TO THE APPROPRIATE

OFFICIALS THE IMPORTANCE OF THE EVENT AND THE SIGNIFICANCE THE STATE DEPT PLACES ON THE CONFERENCE. IT IS A MAJOR PRIVATE SECTOR EFFORT TO STRENGTHEN TRADE AND INVESTMENT LINKS BETWEEN THE TWO COUNTRIES.

4. DR. WARMAN KRAUSS, MEXICAN UNDERSECRETARY FOR INVESTMENT AND TRADE HAS ALREADY RECEIVED AN INVITATION FROM TODMAN TO PARTICIPATE IN THE OPENING PLENARY SESSION. WE WOULD LIKE YOU TO REINFORCE OUR REQUEST TO HIM AND SOLICIT SUPPORT FOR THE CONFERENCE FROM SECRETARY DECORTEYSA. DR. ERNESTO MARCOS WILL ALSO BE ASKED TO APPEAR ON A THURSDAY PANEL DISCUSSING THE ECONOMIC IMPACT OF U.S. TRADE AND INVESTMENT ON URBAN AND RURAL MEXICO.

5. TODMAN WILL BE INVITING SECRETARY OF COMMERCE SOLANA AS THE FEATURED BANQUET SPEAKER ON WEDNESDAY AND THE HIGHEST RANKING MEXICAN OFFICIAL ON THE PROGRAM. PLEASE ALERT HIM TO THE CONFERENCE AND THE FORTHCOMING LETTER.

6. HECTOR HERNANDEZ, THE UNDERSECRETARY FOR INTERNATIONAL TRADE AT THE MINISTRY OF COMMERCE, WILL BE ASKED TO ATTEND OR SEND A REPRESENTATIVE TO PARTICIPATE IN A WEDNESDAY AFTERNOON PANEL ON "U.S. BUSINESS IN THE MEXICAN MARKET." HE WOULD SPECIFICALLY OUTLINE TERMS OF IMPORTING INTO MEXICO.

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7. WE WILL BE INVITING OFFICIALS FROM THE MEXICAN TOURISM AND TREASURY MINISTRIES, AND THE FOREIGN TRADE INSTITUTE (IMCE). WE ALSO REQUEST THAT YOU DISCUSS THE CONFERENCE WITH SECRETARY MOCTEZUMA CID OF TREASURY AND DIRECTOR GENERAL SEPULVEDA.

8. ECONOMIC COUNSELOR HAYNE MAY HAVE SOME ADDITIONAL MEXICAN OFFICIALS FOR YOU TO CONTACT AT THE SUNDAY RECEPTION. WE HAVE DISCUSSED THE PROGRAM AT SOME LENGTH WITH HIM AND HE IS READY TO HELP. AMBASSADOR LUCEY SHOULD ALSO BE FULLY BRIEFED ABOUT THE CONFERENCE SO HE CAN LEND HIS PERSONAL INFLUENCE TO PERSUADING KEY MEXICAN OFFICIALS TO PARTICIPATE.

9. THE SAN ANTONIO CO-SPONSORS WISH TO PRINT THE PROGRAM NEXT WEEK SO CONFIRMATION OF A NUMBER OF MEXICAN OFFICIALS IS MOST IMPORTANT NOW.

10. LETTERS FROM TODMAN HAVE BEEN POUCHED TO HAYNE. ONCE ADDRESSED IN MEXICO CITY THESE LETTERS SHOULD BE DELIVERED TO THE INVITEES. YOU SHOULD MENTION TO EACH OFFICIAL THAT TODMAN'S FORMAL INVITATION WILL BE REACHING THEM

EARLY NEXT WEEK. CHRISTOPHER

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## Message Attributes

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**Review Markings:**  
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